

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant <b>Ruder Finn &amp; Rotman, Inc.</b>		2. Registration No. <b>1481</b>
3. Name of foreign principal <b>Italian Trade Commission</b>	4. Principal address of foreign principal <b>Rome, Italy</b>	

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) \_\_\_\_\_

☐ Individual—State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state: **Italian Trade Commission**

a) Branch or agency represented by the registrant.

b) Name and title of official with whom registrant deals.

**Luca Rostagno**

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

**Not Applicable**

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

**Not Applicable**

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b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

**The Italian Trade Commission is financed directed and controlled by the Italian Government's Ministry of Trade.**

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

**Not Applicable**

Date of Exhibit A

Name and Title

Signature

*William S. Fritz*

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Ruder Finn & Rotman	Italian Trade Commission

Check Appropriate Boxes:

- ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.


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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

**Conduct Market Research**

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
		

<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

Sede Centrale  
Via Liszt, 21  
ROMA-EUR

ITALIAN TRADE COMMISSION  
499 Park Avenue  
New York, N.Y. 10022

Tel. 212-980-1500

Tlx. 423792 ITCO-UI (International)

427803 ITCO-UI (International)

141431 ITALCOM NYK

Tlg. ITALCOM-NEW YORK



SEP 3 0 1985

Date:

No. JML/jm-MP-376

43968

Contact: Mr. M. LoMagno

Italian Trade Commission

New York

Mr. Franklin J. Walton Ph.D.  
Executive Vice President  
RESEARCH & FORECAST, INC.  
110 East Fifth-Ninth Street  
New York, N.Y. 10022


Dear Mr. Walton:

Following our recent meeting, we are pleased to confirm that Research & Forecast Inc. has been selected to carry out the study to identify and categorize the distribution channels of each sector comprising the Bathroom fixture, accessories and plumbing industry (i.e. faucets, valves, etc.) as outlined during our last meeting and in accordance with the concept agreed upon.

It is further agreed that the cost for this services will be \$23,860, as shown by your proposal of Sept. 19, 1985, and payable in three installments subject to progressive reports furnished by R&F, Inc.; with final payment due upon approval of satisfaction by I.T.C..

We are confident that your company will carry out the requirements of this assignment with the utmost care and in adherence with the proposal submitted to this office,

Sincerely yours,



Mario Castagna  
Trade Commissioner

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